AARP® | Medicare Supplement Plans
insured by **UnitedHealthcare Insurance Company**

Grand Slam
Application Incentive

**For AARP Medicare Supplement Insurance Plans,
Insured by UnitedHealthcare Insurance Company**

PROGRAM OVERVIEW

Earn extra cash on five or more submitted and accepted applications for **Plan F or G** (if available) (excludes Select Plan F) with August, 2017 through October, 2017 plan effective dates in the following states: AZ, CA, CO, CT, FL, MI, MO, NC, NJ, OH, OR, PA, SC, TX, UT and VA. The incentive applies to applications for individuals age 65 and older.

Plus, you earn additional bonuses for those AARP Medicare Supplement applications, for individuals age 65 and older and in the states noted above, submitted online via LEAN as well as for New-to-Medicare applications. New to Medicare ("NTM") refers to those applications that are within the 6-month Medicare Supplement Open Enrollment Period ("Open Enrollment"), which automatically starts the month an individual turns 65 and older and enrolled in Medicare Part B. **Details can be found below.**

AGENT PARTICIPATION

Active ICA, FMO (including solicitor agents), IMO and NMA writing agents licensed, appointed and certified with UnitedHealthcare to offer AARP Medicare Supplement plans in the participating states are eligible for the incentive program.

IMPORTANT NOTE

Applications <u>will also count</u> towards the A2Oh! Rewards program, in accordance with the Authorized to Offer Program Guidelines and for Authorized to Offer Level 2 qualifications (for eligible agents).

HERE'S AN EXAMPLE OF HOW THE INCENTIVE WORKS.

Agent Bill submits 12 California applications for enrollment in Plan F and G during the measurement period for effective dates between August 1 – October 1, 2017. There are 6 non-Guaranteed Issue and 6 Guaranteed Issue applications accepted. He submitted 10 through LEAN and there were 3 New-to-Medicare applications (included in the 6 non-Guaranteed Issue counts).

$450 $75/APP FOR NON-GUARANTEED ISSUE

+ $180 $30/APP FOR GUARANTEED ISSUE

+ $75 NEW-TO-MEDICARE BONUS

+ $150 LEAN BONUS

$855 **GRAND SLAM EXAMPLE TOTAL**
FOR THE 12 APPLICATIONS

PLAN F AND G STATES

Keep in mind, the more qualifying plans you sell, the greater your bonus potential. Payment levels increase based on the number of applications you submit!

ARIZONA, NORTH CAROLINA, OHIO AND PENNSYLVANIA

# OF APPS SUBMITTED AND ACCEPTED	NON-GUARANTEED ISSUE	GUARANTEED ISSUE	NEW-TO-MEDICARE BONUS	LEAN BONUS
5–9	$50/app	$15/app	$25/app	$15/app
10–14	$75/app	$20/app	$25/app	$15/app
15+ (no limit)	$100/app	$25/app	$25/app	$15/app

CALIFORNIA, MICHIGAN AND NEW JERSEY

# OF APPS SUBMITTED AND ACCEPTED	NON-GUARANTEED ISSUE	GUARANTEED ISSUE	NEW-TO-MEDICARE BONUS	LEAN BONUS
5–9	$50/app	$25/app	$25/app	$15/app
10–14	$75/app	$30/app	$25/app	$15/app
15+ (no limit)	$100/app	$35/app	$25/app	$15/app

COLORADO

# OF APPS SUBMITTED AND ACCEPTED	NON-GUARANTEED ISSUE AND GUARANTEED ISSUE	NEW-TO-MEDICARE BONUS	LEAN BONUS
5–9	$50/app	$25/app	$15/app
10–14	$75/app	$25/app	$15/app
15+ (no limit)	$85/app	$25/app	$15/app

CONNECTICUT, MISSOURI AND SOUTH CAROLINA

# OF APPS SUBMITTED AND ACCEPTED	NON-GUARANTEED ISSUE AND GUARANTEED ISSUE	NEW-TO-MEDICARE BONUS	LEAN BONUS
5–9	$50/app	$25/app	$15/app
10–14	$75/app	$25/app	$15/app
15+ (no limit)	$100/app	$25/app	$15/app

OREGON

# OF APPS SUBMITTED AND ACCEPTED	NON-GUARANTEED ISSUE AND GUARANTEED ISSUE	NEW-TO-MEDICARE BONUS	LEAN BONUS
5–9	$50/app	$25/app	$10/app
10–14	$75/app	$25/app	$10/app
15+ (no limit)	$100/app	$25/app	$10/app

UTAH AND VIRGINIA

# OF APPS SUBMITTED AND ACCEPTED	NON-GUARANTEED ISSUE	GUARANTEED ISSUE	NEW-TO-MEDICARE BONUS	LEAN BONUS
5–9	$50/app	$10/app	$20/app	$10/app
10–14	$75/app	$15/app	$20/app	$10/app
15+ (no limit)	$100/app	$20/app	$20/app	$10/app

NOTE FOR APPLICABLE STATES

NON-GUARANTEED ISSUE includes Open Enrollment and underwritten applications
GUARANTEED ISSUE guaranteed issue coverage outside of his/her open enrollment period

INCENTIVE THRESHOLDS

PLAN F ONLY STATES

While we currently do not offer Plan G in Florida and Texas, we will notify you if Plan G is made available in your state. If Plan G becomes available during the incentive period, those applications will count toward the incentive.

FLORIDA

# OF APPS SUBMITTED AND ACCEPTED	NON-GUARANTEED ISSUE AND GUARANTEED ISSUE	NEW-TO-MEDICARE BONUS	LEAN BONUS
5–9	$50/app	$25/app	$15/app
10–14	$75/app	$25/app	$15/app
15+ (no limit)	$100/app	$25/app	$15/app

TEXAS

# OF APPS SUBMITTED AND ACCEPTED	NON-GUARANTEED ISSUE	GUARANTEED ISSUE	NEW-TO-MEDICARE BONUS	LEAN BONUS
5–9	$50/app	$15/app	$25/app	$15/app
10–14	$75/app	$20/app	$25/app	$15/app
15+ (no limit)	$100/app	$25/app	$25/app	$15/app

NOTE FOR APPLICABLE STATES

NON-GUARANTEED ISSUE includes Open Enrollment and underwritten applications
GUARANTEED ISSUE guaranteed issue coverage outside of his/her open enrollment period

GUIDELINES

- The Grand Slam Agent Application Incentive is for contracted, licensed and appointed agents who are certified and authorized to offer AARP Medicare Supplement Insurance Plans in only the following states: AZ, CA, CO, CT, FL, MI, MO, NC, NJ, OH, OR, PA, SC, TX, UT and VA.
- Active ICA, IMO, FMO and NMA agents that are based in the field, including solicitor agents, are eligible to participate. ISR and telesales agents are not eligible for the incentive.
- Agents who participate must comply with CMS, state and UnitedHealthcare requirements.
- The Grand Slam Agent Application Incentive is payable to all eligible selling agents who meet the thresholds outlined. Up-line payments do not apply. Incentive payments for Solicitor agent applications are payable to the Solicitor agent's up-line.
- This Grand Slam Agent Application Incentive, including the New to Medicare (NTM) and LEAN bonuses, applies to five or more commission-eligible, age 65+ applications for AARP Medicare Supplement Insurance Plans F and G (excluding Select F) that are active and commissioned as of the measurement date. The NTM bonus applies to applications for individuals who are in their Medicare Supplement Open Enrollment Period (during the first six months of the applicant's Medicare Part B enrollment). The NTM bonus excludes the California and Oregon annual birthday Open Enrollment applications. The LEAN online enrollment bonus only applies to AARP Medicare Supplement applications submitted and received via LEAN.
- Incentive payments will be made in accordance with applicable state rules.
- Enrollment applications with plan effective dates of August 1, 2017, September 1, 2017 or October 1, 2017, and must be signed starting on June 26, 2017 and ending on September 30, 2017 to qualify. Enrollment applications must result in issued and active AARP Medicare Supplement Insurance Plans sales to qualify.
- Accepted and paid applications will also count towards the Authorized to offer Level 2 quality production minimum as well as the A2Oh! Rewards Program for agents who are eligible. For complete details on the A2Oh! Rewards Program and Authorized to Offer program, please reference the Authorized to Offer program guidelines.
- Enrollment applications for current AARP Medicare Supplement Insurance Plan members switching from one AARP Medicare Supplement Insurance Plan to another are not eligible for this incentive.
- Employer Group Broker Sales, including Agent-referred group sales, are not eligible for this incentive.
- The measurement date for the Grand Slam Agent Application Incentive is October 24, 2017.
- UnitedHealthcare reserves the right to end or modify The Grand Slam Application Incentive at any time without notice. UnitedHealthcare will determine qualification of applications and application counts for this incentive program. All decisions are final.